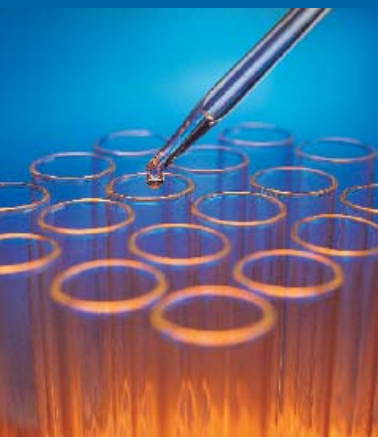


Montgomery County

M A R Y L A N D

DEPARTMENT OF ECONOMIC DEVELOPMENT



MONTGOMERY COUNTY
BUSINESS INCUBATOR NETWORK



MONTGOMERY COUNTY, MARYLAND – YOUR STRATEGIC BUSINESS ADDRESS!

Next door to the nation's capital city of Washington, D.C., we're your gateway to the region's robust federal marketplace. We have 19 federal research and regulatory agencies located here, including the National Institutes of Health, the Food and Drug Administration, and the National Institute of Standards and Technology. Centrally located at the epicenter of the Mid-Atlantic's thriving federal, biotech and advanced technology marketplace, we are located two hours or less by air from 60% of the U.S. and Canadian population, with three major airports offering 475 weekly non-stop flights to 34 destinations in 29 foreign countries. No wonder we're home to the headquarters of industry leaders including Marriott International, MedImmune, Lockheed Martin, Discovery Communications and Hughes Network Systems.

THE INCUBATOR NETWORK

Managed by the Montgomery County Department of Economic Development, the Business Incubator Network offers the infrastructure and resources needed to facilitate the growth and success of young biotech, advanced technology and business services companies, thereby stimulating job creation to benefit the local economy.

HOW IT WORKS

Step 1: Information & Application

- Our website (www.montgomerycountymd.gov/ded) is your best source for initial, general information on our Incubator Network and individual incubator facilities.
- Contact the Business Incubator Network when you're ready to:
 - Schedule a tour
 - Discuss your company's business plan
 - Review admission requirements
 - Obtain an application
 - Discuss a specific question

Step 2: Admission

- Submit a completed application including your company's business plan for review by our incubator Tenant Review Committee (TRC).
- Our staff will pre-screen your application and either schedule a company presentation before the TRC or provide you with detailed comments and guidance on steps you can take to get your business plan to the next level.
- Scheduled presentations are limited to 15 minutes, followed by Q&A from the Committee.
- Admission decisions are made and communicated to each company within 24 hours.

Step 3: Terms

- Once admitted, you must provide the first month's payment, a security deposit (equal to the first month's payment) and a certificate of insurance. Terms are for one year, renewable annually for three to four years.



Step 4: Resources

- While in the facility, your company will benefit from a menu of cost-free programs, services and amenities, including:
 - Access to sources of capital
 - Monthly business education programs
 - Business networking events
 - Legal and intellectual property resources and services
 - Shared amenities including fully-integrated multi-media conference rooms, business and lab equipment, office services and more
 - Periodic progress reviews with our Tenant Review Committee to help track your progress and keep your company on the path to continued growth and success

Step 5: Graduation

- As your company gradually increases its revenues, staff and office or lab space, you'll ultimately outgrow the facility.
- At that time, our staff will gladly help celebrate your company's "graduation," and assist you with finding new commercial office space.
- After graduation from the incubator, your company will continue to benefit from the ongoing support and resources of the Department of Economic Development.

A PROVEN FORMULA FOR SUCCESS

- Since 1999, graduates of the County's Business Incubator Network have added over 1,000 jobs to the local economy.
- The National Business Incubator Association estimates that four out of five new businesses fail within the first five years, while 80 percent of firms cultivated in an incubator are still in business after that same time period.
- Successful graduates include:
 - Aeras Global Foundation
 - Avalon Pharmaceuticals
 - Nextone
 - Tetracore
 - Visual Networks

INCUBATOR NETWORK FACILITIES

Maryland Technology Development Center

Opened in 1999, Montgomery County's 60,000 s.f. flagship incubator facility features 24 wet labs, 60 offices and accommodates 35-45 biotech and advanced technology companies.

Silver Spring Innovation Center

Opened in 2004, this 20,000 s.f., 4-story facility is currently home to over 20 multi-media, advanced technology and wireless companies. It features 40 offices, and is ideally situated in a Federal Hub Zone steps from Washington, D.C.

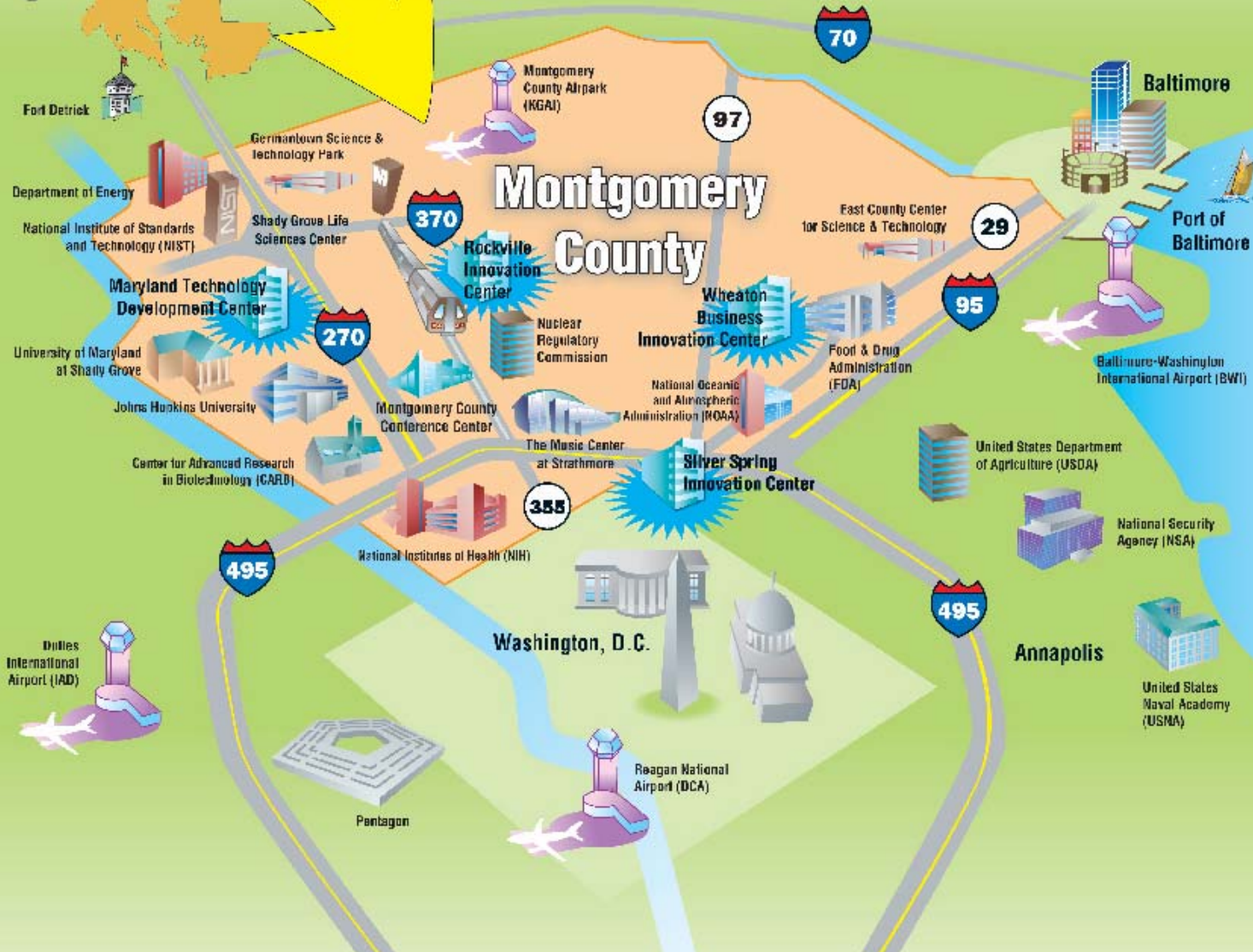
Wheaton Business Innovation Center

Opened in 2006, this custom-designed, 10,000 s.f. Center has 30 offices and is located literally across the street from the Wheaton Metro Station in one of the County's Enterprise Zones, offering special tax incentives to eligible businesses.

Rockville Innovation Center

Opening in 2007, this brand new, state-of-the-art 25,000 s.f. Center features over 50 offices and will host 25-35 international and bioinformatics companies in the heart of Rockville's new \$350 million Town Center.

Maryland



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